HEALTHCARE PERFORMANCE IMPROVEMENT

As healthcare transforms from volume to value-based care and reimbursement, hospitals must achieve and maintain healthy margins to thrive in the changing environment. BRG | Prism Healthcare deploys an integrated, multidisciplinary, and tailored approach to help hospitals and health systems significantly improve their margins while enhancing quality of care.

Our healthcare consultants have decades of performance improvement experience working with multihospital health systems, major academic medical centers, standalone community hospitals, and other healthcare providers to improve financial and operating performance, manage integration, and deliver high-quality, cost-effective care.

Our practice provides clients with extensive industry expertise combined with data-driven, objective, and innovative approaches to their most complex problems. We have specialized and dedicated experience in health system cost reduction, revenue cycle improvement, clinical redesign, portfolio optimization, clinical documentation, and payment reform.

Our diverse team includes consultants with backgrounds in clinical and business operations, physicians, nurses, economists, process engineers, and data scientists, all focused on helping clients implement sustainable financial, operational, and clinical performance improvements.

Client Testimonials

**Connecticut Children’s Medical Center**  
*Jim Shmerling, DHA, FACHE, President and CEO*

“We collaborated with BRG to build a centralized referral office that led to an increase of more than 26% in referral volume to our medical center.”

**Ellis Medicine**  
*Paul Milton, President and CEO*

“BRG brings the best methodology, consultants, data analytics, and tools in the industry. They assisted the Ellis team to make sustainable financial and operational improvements that impacted the bottom line by $25 million. We recommend BRG for any health system looking to achieve similar outcomes.”
CoxHealth
Jake McWay, SVP and CFO

“To operate successfully in an increasingly difficult healthcare environment, BRG supported CoxHealth in implementing a performance improvement project that yielded $59 million in bottom-line financial improvements.”

Tanner Health System
Loy Howard, President and CEO

“We partnered with BRG to implement $42 million in financial improvements. We have realized significant improvements in operating margins, which enabled us to invest in our goal of achieving world-class quality and patient satisfaction results. Their people and analytic tools are the best in the industry.”

Harrington HealthCare System
Ed Moore, President and CEO

“Our collaborative engagement with BRG helped us achieve $13 million (8% of net revenue) in financial improvements over a nine-month period.”

Western Connecticut Health Network
John M. Murphy, MD, President and CEO

“To address the challenges of today’s healthcare environment, we partnered with BRG to implement a systematic performance improvement plan to transform delivery and value to our patients, resulting in $75 million in financial improvements.”

Bethesda Health
Roger Kirk, President and CEO

“BRG helped us implement $22 million in financial improvements and launch our value-based transformation strategy.”